

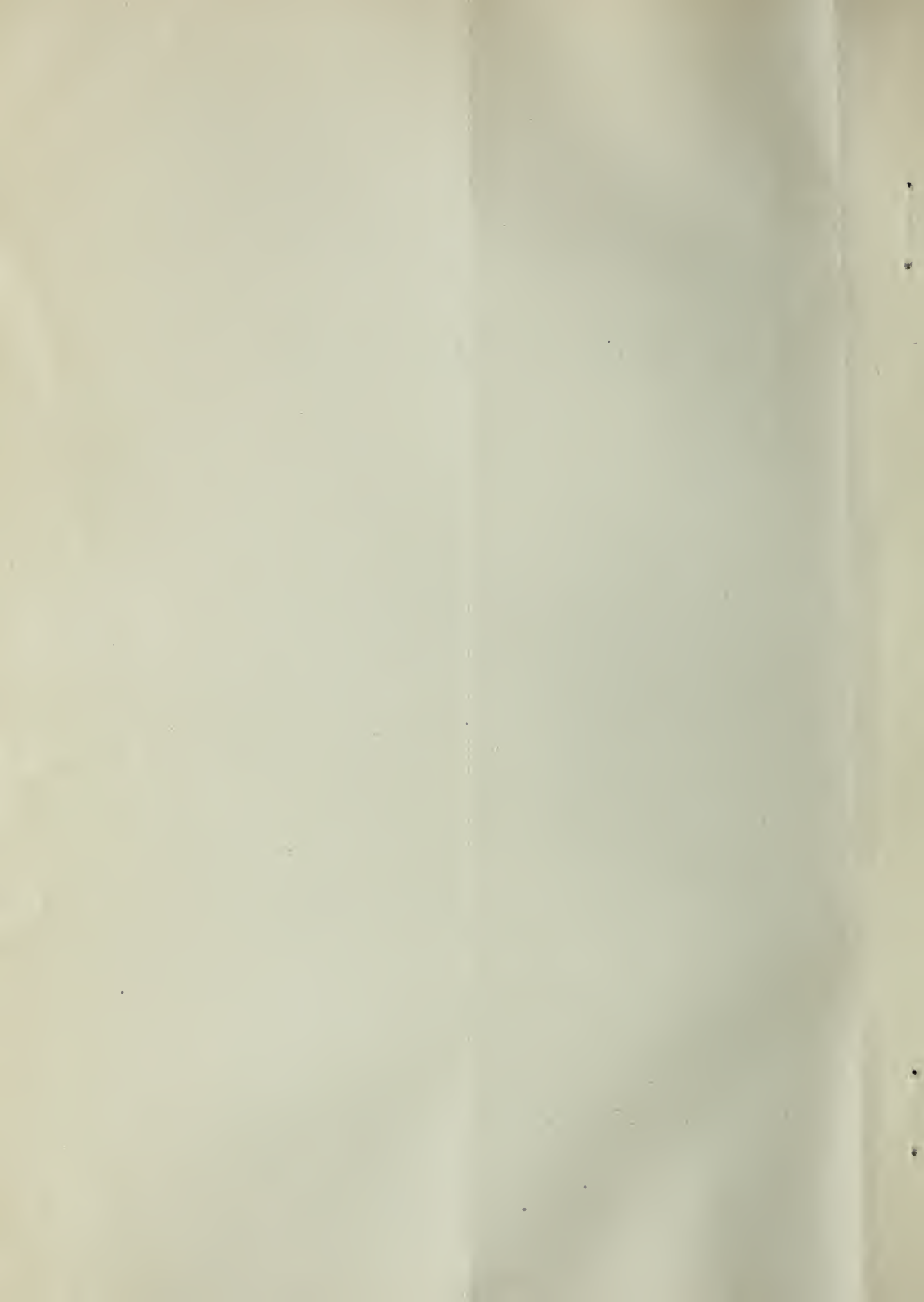
A NEW PROBLEM

NATIONAL LIBERAL IMMIGRATION LEAGUE

For the Proper Regulation and Better Distribution of Immigration

150 Nassau Street

New York

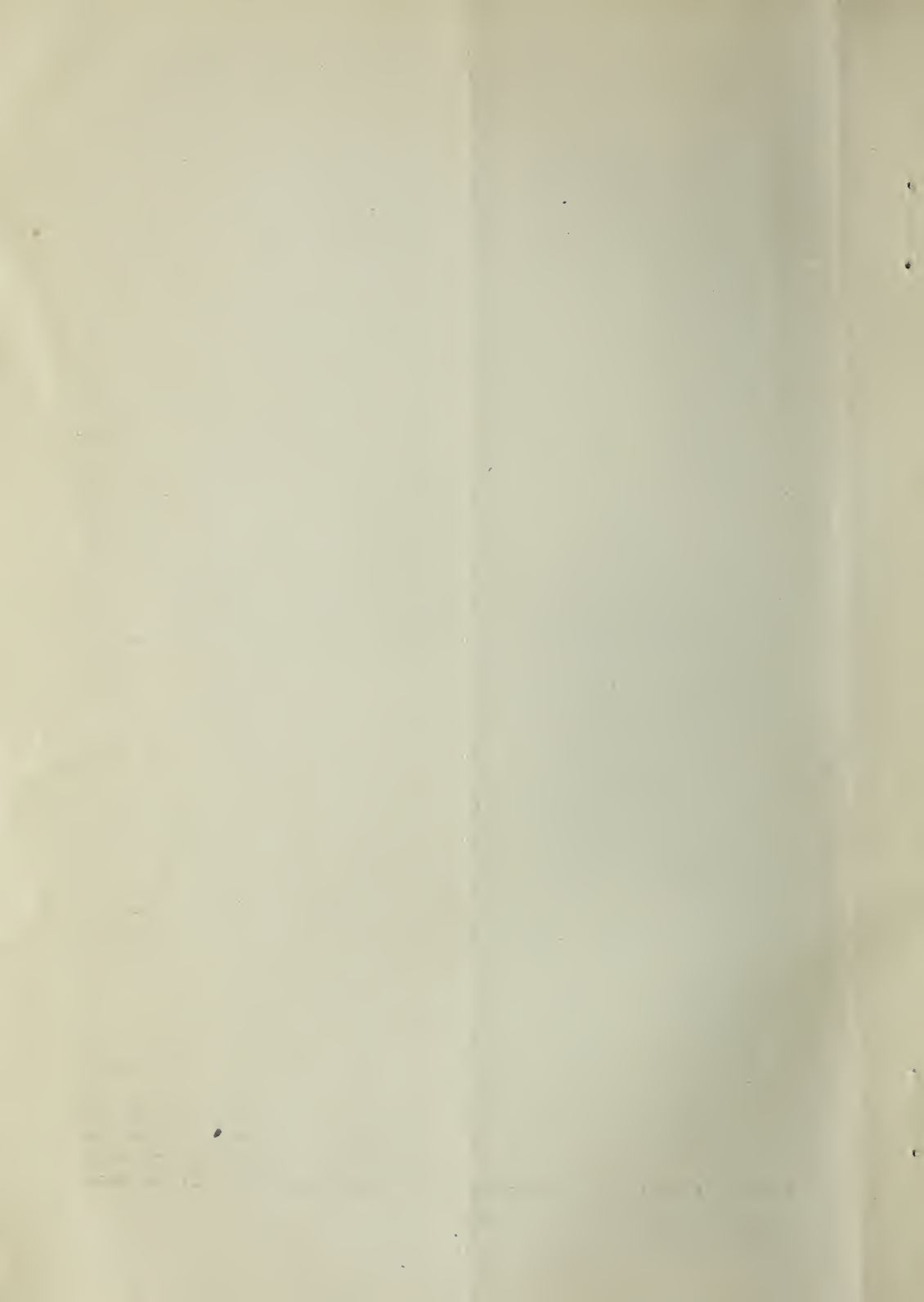


A NEW PROBLEM

Among the many problems which confront the American people, few have thought of placing emigration. Yet, as will be noted from an article in another part of the REVIEW, prepared at our request by a writer who has made a study of the subject, scores of thousands of citizens, who could hardly be described as lacking in this world's goods, are migrating across the northern border. It may well be said of them that they are taking with them the fat of the land. Agriculturists who, apparently, have succeeded in the United States, they are carrying over into the land of the "Lady of the Snows," an average of \$1,000 in money and settler's effects for each man, woman and child. It may be argued, "Why be alarmed over a loss of \$60,000,000 or \$80,000,000 a year? This is a mere bagatelle in comparison with the annual increase in the wealth of the country." While it may be true, relatively, that this is a small sum for this country to lose, there are other reasons, also, why the United States should prefer to have these emigrants remain here. A successful agriculturist is an important asset to a country, especially to a land in which the prices of food are rising and the difference between domestic production and domestic consumption appears to be a dwindling surplus. Moreover, men of the stamp of these American emigrants are a political asset. No democracy can afford to lose citizens of the type of those who are going over into Canada. While one may not blame Canada for encouraging the immigration of these people, nor the emigrants themselves for desiring to better their economical condition, yet one may reasonably ask that some effort be made to retain them in the United States. Is there no region which requires their energies and capital that could offer them counter inducements?

It has seemed to us that possibly the South would welcome men of the character of these men. With this in

mind we invited Mr. Hugh MacRae, a banker of North Carolina and New York, who has given the subject of the development of the South a great deal of study, to write an article regarding the opportunities offered in this section of our country. This article, which is printed in another part of the magazine, is a revelation. His statement of the resources and natural advantages of the South will astonish many persons. It may be added that, already, there is a movement from the high priced lands of Iowa, Minnesota and the Dakotas into portions of Virginia where land is still low priced. This movement is made up of men who have sold their holdings in the West at the good prices prevailing with the idea of investing in lower priced lands elsewhere. They are coming to Virginia for the same reason that many more of their neighbors are going to Canada. It is the desire of the REVIEW to obtain definite suggestions as to the best means of turning this northbound stream toward the South. What practical inducements will the South make?



OUR HUMAN CONTRIBUTION TO CANADA

A REPORT

BY HERBERT FRANCIS SHERWOOD

RECENTLY an American weekly whose mission is the entertainment and instruction of English speaking people through clever and witty comments on contemporary life, published the following:

GOOD WORK IN A NEW LINE.

We certainly are smart people in this country, and we do well many things that we undertake, even when they are novelties.

For example: Since civilization first intruded here we have, until very lately, done hardly anything at all in the line of emigration. But three or four years ago some of our people began slipping over the north-western border into Canada. And last year we passed over to that country 59,832 citizens who took with them SIXTY MILLION DOLLARS!

That was in 1908. Last year we "passed over" more than 90,000.

Speaking literally, this was and is no joke. James J. Hill recently congratulated the Canadians upon the quality of the immigration they are receiving from the United States. The quality of these emigrants, drawn by the opportunities offered on the northern side of the line, is such that the question is being asked, "Cannot some section of the United States offer inducements which will counteract the tendency of desirable citizens to remove beyond the borders?"

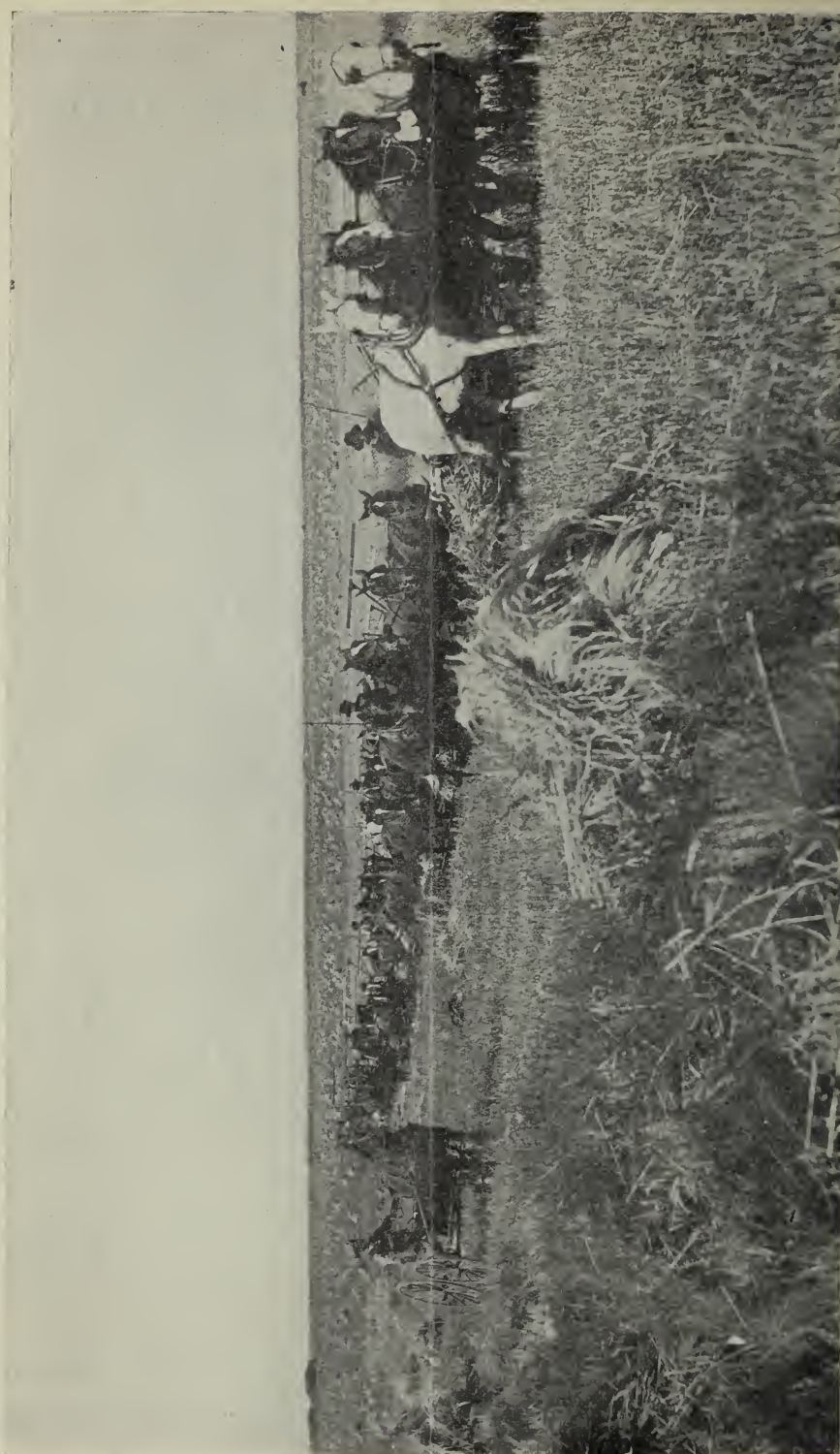
Canada's immigration somewhat resembles the earlier immigration of the United States in its racial composition, consisting largely of natives of the British Isles and the United States. While the Dominion has had a steadily increasing flow of immigration ranging from 21,716 in 1897 to 262,469 in

the fiscal year of 1907-08, the continental immigration has exceeded in only one year, more than a third of the total. In 1897, the percentage was 36.4. It has usually been below 30 per cent. British immigration has not fallen below 37 per cent. in any of the years referred to and averages nearly one-half of the total.

The Canadian immigration from the United States in 1897 was 2,412, or 11 per cent. of the whole. In the course of the fiscal year of 1905-06, the number of migrants from the United States over the Canadian line was 57,919, or 30.6 per cent. of the stream. In 1908 the number who concluded to transfer their homes to the Dominion numbered 59,832. They constituted almost exactly two-fifths of the total Canadian immigration for that year. Between January 1, 1897, and March 31, 1909, out of a total of 1,366,651 immigrants, 425,470 were from the United States. Of this number 299,603 entered Canada within the last six years. This is at the rate of approximately 50,000 a year.

In the year 1907-08 the American immigrants carried into Canada \$52,000,000 in cash and settlers' effects. This was a trifle less than a thousand dollars a head, including women and children. In the last fiscal year it equalled almost exactly this amount per capita. These were no ordinary immigrants!

What was the character of this American immigration as indicated by their occupations? In the course of the period beginning with the fiscal



AN ATTRACTION FOR AMERICAN IMMIGRANTS
Battery of Harvesting Machines on a Canadian Wheat Field

year 1903-04 and concluding with the last fiscal year, 299,603 persons, as I have said, emigrated from this country to Canada. Of this number, 198,249 were farmers and farm laborers, 19,476 were general laborers, 12,058 mechanics, 7,326 clerks, traders, etc., 3,360 miners and 401 domestics.

Canada has been selective to a greater degree in her immigration than has the United States. The Dominion authorities, aggressive in so many directions, have not hesitated to take active steps to obtain the character of immigrants desired, and to discourage the embarkation of those who would not fit into the economic requirements of the country. Doubtless, she has been assisted in her selective efforts by competition with the labor market of the United States. She has laid emphasis upon the opportunities for the man who desires to work upon the land. Canada pays bonuses for the kind of immigrants she desires and the railroad companies advertise these opportunities. The effectiveness of her methods is demonstrated in the fact that within the last twelve years, 30 per cent. of the immigrants from Continental countries, 21 per cent. of those from England and Wales, 22 per cent. from Scotland, 24 per cent. from Ireland, and 43 per cent. from the United States made homestead entries in the Western provinces of the Dominion. An impression of the proportion of the immigration thus disposed of may be gained from a knowledge of the fact that the average number of persons for each entry is 2.5. This does not take into account the many thousands from European countries who have settled in other parts of the Dominion as farmers, farm laborers and domestics.

The following paragraph regarding Canada's immigration policy is taken from the year book for 1907 published by the authority of the Canadian government:

In the report of the Deputy Minister of the Department of the Interior, dated July

15, 1907, this satisfactory annual increase in the number of immigrants is attributed directly to the policy, first applied to the United States in 1897, of thoroughly advertising the resources of the Dominion in agricultural districts by newspapers and by the personal visits of Canadian delegates. In 1896 there was no immigration into the western provinces from the United States; but in the fiscal year 1897-8 there were over 9,000 immigrants from that country, and the number of new arrivals has increased annually ever since. Similar methods were applied to England in 1901 and were followed by similar results. Previously the number of immigrants from the United Kingdom had been for some years about 11,000 annually. In 1901-2 the number of British arrivals had increased to over 17,000, and succeeding years showed a progressive increase until reaching the present figure of 132,060 in 1907.

Here are the introduction and some of the paragraphs of an advertisement which I clipped from a recent issue of a leading American agricultural journal:

Let the Crops Pay For Your Home in the
Famous Bow River Valley of
SUNNY SOUTHERN ALBERTA

Own a 40 to 160-Acre Rich Farm on Our
New, Guaranteed-Crop-Payment Plan.
Only \$1.80 to \$3 Per Acre Down—The
Balance to Be Paid for Out of Your
Crops by Agreement of "No Crops—No
Pay"—We Will Put in First Crop—You
Harvest the Profits. . . .

Hundreds have paid fully for their homes here out of the first one or two crops, and made a splendid living besides. You don't even have to move here the first year. Select your 40 or 80 acres, or quarter section, and let us start the first crop for you if you wish, or come now—as soon as convenient for you to settle here. . . .

Climate ideal for homes—splendid transportation facilities—good roads—quick cash markets—good schools, churches and neighbors. Good crops a certainty. Under agreement, pay out of crops for your land—"No Crops—No Pay"—and more easily and quickly own a clear title to a farm which will earn you more money for life than in any place on this Continent and make you independent. Send your name to me and say which book you want.

WRITE for All Facts and FIVE
BOOKS FREE.

J. S. Dennis, Assistant to 2nd Vice-President,

CANADIAN PACIFIC RAILWAY.

These quotations illustrate a striking difference between the immigration policy of Canada and the United States. Under our laws no transportation company may in any way stimulate immigration. In its advertising it is limited in subject matter to prices of its tickets, the character of the accommodations of its transportation service and the schedules of its sailings.

Another selective method which the Canadian government employs is indicated by this quotation from a pamphlet entitled "Immigration Facts and Figures," issued by direction of the Minister of the Interior:

The Canadian Government does not encourage in any way the immigration of skilled labourers, mechanics, or artisans of any sort, and no effort is made to find employment for such on their arrival.

The following notice appears in Immigration pamphlets issued by the authority of the Minister of the Interior:

"Farmers, farm labourers and female domestic servants are the only people the Canadian Immigration Department advises to come to Canada. All others should have definite assurance of employment in Canada before leaving home and have money

enough to support them for a time in case of disappointment."

A bonus of £1 on persons 18 years of age and over and 10s. between 1 and 18 years, is paid to selected Steamship Booking Agents in Great Britain and Ireland, and in France, Belgium, Holland, Denmark, Norway, Sweden and Finland, on certain classes of unskilled workers in these countries who come to Canada to engage in farm work or domestic service and declare their intention of so engaging before the Dominion Immigration Agent at ocean port of arrival.

A commission of \$3.00 on a man, \$2.00 on a woman, and \$1.00 on a child is paid to certain sub-agents in the United States on bona fide settlers induced by them to settle in Western Canada.

In this pamphlet it is indicated that from July 1, 1904, to March 31, 1909, bonuses were paid on 16.47 per cent. of the British immigrants, 10.39 per cent. of the immigrants from the continent and 5.60 per cent. of those coming from the United States. In other words, practically only one-twentieth of the immigration from the United States was stimulated by agents. It is evident that the chief stimuli were reports, printed, epistolary and oral, of the favorable land conditions existing in Western Canada, and the favorable terms of settlement. As the total num-



FAMILY OF IMMIGRANTS CAMPING IN THE OPEN NEAR WINNIPEG, MAN., CANADA

ber of immigrants of all nationalities who have made homestead entries in Western Canada is greater than the number of those upon whom bonuses were paid, it may be accepted that the Government of Canada feels that the policy of paying bonuses has been a satisfactory one.

The settlement of immigrants upon the land is further facilitated by the railroads which offer a special rate to immigrants in connection with their steamship tickets, or immediately upon their arrival in the country, or to bona fide settlers from the United States when moving into Canada. This rate, which is approximately a cent a mile, is not granted for subsequent travel in the Dominion. This eliminates discriminating internal rates.

No fault can be found with Canada for desiring settlers who shall build up the country and develop her resources. Nor can one complain of those who endeavor to obtain greater prosperity by taking advantage of what seem to be more favorable opportunities. From all reports the immigrants from the United States are of superior character, fitted in every

way to occupy a high level in the life of their new home. We of the United States are frankly glad, or should be, if the character of our contribution to the citizenship of the land of "Our Lady of the Snows" is such that it is making it easier for her to solve her problems and gain new levels in growth. Nevertheless, there is another phase of the subject worthy of our consideration. The political value of the agriculturist as a balance wheel in a democracy, such as the United States, must not be forgotten. Moreover, Mr. Hill has pointed out, and the increasing prices of farm products lend some color to his assertion, that agriculture should be more generally and intensively developed in this country if we are to continue to feed ourselves from our own products. Indeed, while one out of every 98.5 American farmers, taking the somewhat antiquated figures of the last census as a basis of calculation, is taking up Canadian land, colonies of Dutch and Northern Italians are seeking in this country to improve their condition by intensive methods of cultivation and showing us how to do it.

THE POTENTIAL SOUTH

ITS YOUTH AND ITS CALL TO YOUTH

BY HUGH MACRAE

WHY go South? Advice on this subject to be effective must be supported by reason and facts.

The offer of the South,—the South of to-day and to-morrow—is intensely interesting. By it thousands are being attracted.

When years ago Horace Greely told the young man to go West and "grow up with the country," he spoke with prophetic vision. One's voice does not carry far in the teeth of a gale, but the

right word spoken at the right time may as easily go around the world as a wireless message.

The West was young and the man was young. A great West meant, by reflex action, a greater East. The West being now well grown, both East and West from experience know that a greater South means a greater country.

While the South in its present stage of development compares favorably

with the entire United States of forty years ago, and while it has made great strides since the impoverishment incident to the Civil War, it still has the advantage and merit (for youth is merit) of being relatively a full generation younger than the rest of the country.

It is, to-day, the South which has the greatest natural wealth and potential vigor, which has the "growing up" to do.

By going southward, the young man can combine the growth of two generations in one lifetime.

The South has always abounded in opportunity. To bring it abreast of the more fully developed sections, its need is men. The coming of young men to avail themselves of the natural wealth will create added opportunities, until quickly the level is brought to that of the North and West. This is a consequence as natural as the phenomenon of "water seeking its own level."

When we look clearly at the facts, we find in the "older sections" that making a living is becoming difficult and, under certain recurring economic conditions, is at times even precarious. The effort of the average man is sufficient only to insure the necessities of life. If he is a mechanic, he must, during the past two years, have given much thought to the dangers of the industrial situation; if he is a farmer, he finds it necessary to work "like a beaver" during the short summers in order to provide subsistence and fuel for long and frigid winters. The man who advances beyond the average cannot relax. If, through sustained effort, he acquires a living, we may conclude that to gain comfort and wealth, he must in some way get the benefit of the "unearned increment."

A great Englishman has defined "luck" as "being prepared to take advantage of an opportunity." It follows that one must be in the track of opportunity.

It is not important to exploit material progress, to show what man has done, except in so far as it indicates what may fairly be expected. For the purpose of getting a starting point, a base from which we can correctly forecast the future, it will be advantageous to consider some comparative statistics showing the South's almost magical recuperative power.

Old fallacies as to the South are gradually disappearing. Thirty years ago, a great authority on cotton spinning said that cotton could not be successfully manufactured in the South. Since then, note the progress: In 1800 the South's spindles had increased to 1,712,930, about one-third of those of Massachusetts. In 1907 the South had 10,650,000 spindles, having passed Massachusetts; and the States of South Carolina and North Carolina stood second and third respectively in the list of cotton manufacturing States, Massachusetts being first and Rhode Island fourth.

Through the courtesy of the *Manufacturers' Record*, the highest authority on matters relating to Southern development, the following statistics are published. The table shows the gain made during the twenty-nine years from 1890 to 1909:

Population, from 16,369,960 in 1880 to 27,437,809 in 1909; aggregate length of railroads, 20,612 miles in 1880 to 67,866 in 1909; capital in cotton mills, \$21,000,000 in 1880 to \$281,375,000 in 1909; cotton used by Southern mills, 108,694,989 lbs. in 1880 to 1,236,011,000 in 1909; capital in manufacturing, \$257,244,564 in 1880 to \$2,110,000,000 in 1909; products of manufacturing, \$457,454,777 in 1880 to \$2,675,000,000 in 1909; pig iron produced, 397,301 tons in 1880 to 3,445,221 in 1907; coke made, 372,436 tons in 1880 to 9,289,471 in 1907; coal, 6,037,003 tons in 1880 to 82,822,851 in 1909; value of lumber products, \$39,000,000 in 1880 to \$380,000,000 in 1909; petroleum produced, 179,000 bbls. in 1880 to 28,292,537 in 1909; phosphates marketed, 190,763 long tons in 1880 to 2,373,028 in 1909; exports of merchandise from Southern ports, \$264,905,753 in 1880 to \$619,278,874 in 1909; value of farm products, \$660,000,000 in 1880 to \$2,550,000,000 in 1909; value of property, \$7,505,000,000 in 1880 to \$21,211,179,600 in 1909.

The recuperation of the South during fifty years can be illustrated by the fact that it now has seventy-two million dollars more capital in cotton mills, twice as much capital invested in general manufacturing, and five thousand million dollars more wealth than the entire United States had in 1860.

Taking shorter periods, we find the progress equally striking. In the ten years just passed, the bank deposits have increased from \$519,377,452 to \$1,386,600,000.

The value of farm products, not including the animal industry, for the past year, 1909, was one hundred million dollars more than the value of farm products of the whole country twenty years ago, in 1890. With the same rate of growth for another period of twenty years the agricultural products of the South will rise to a yearly value of nine billion five hundred million dollars, or about seven hundred and forty million dollars more than the past year's production of the entire country.

There are now two hundred and sixty-two different kinds of manufacturing carried on in the South, among them many industries worthy of extended comment. In this connection we must not overlook the fact that the success of Southern industries, as well as of its agriculture, is in large measure due to favorable climatic conditions. A manufacturer who has more hours of daylight in which to work, who can save fuel for heating his factory, and who can employ labor which for equal comforts has a lower cost of living, has an advantage bearing on his success.

It is difficult to form a conception of the South's natural wealth in timber, in oil, phosphate, iron ores and coal stored up and in reserve for the benefit of the present and future generations. We may say briefly that two-thirds of the country's remaining timber supply is in the South; there are known reserves of four hundred and

ninety-four thousand million tons of coal, or more than twice as much as the supply of Europe and ten thousand million tons of iron ore among what we may call the visible assets; and at the present rate of consumption by the United States, it is estimated that the explored coal supply would last more than one thousand years.

Geological conditions have been beneficial in another way less commonly recognized but perhaps of greater importance. During the Glacial Epoch, when all of the northern half of North America was incased in ice, the glaciers extended southward only as far as Maryland or the northern part of Virginia. The South escaped their denuding effect; the grinding of the soils from the surface and their washing away by the rush of water from melting glaciers. It is due to this fact that the South has in place, even to the mountain tops, deep and rich loamy soils in great variety. It is these undisturbed soils which permit of rapid reforestation, and also offer the immense possibilities for expansion of profitable agriculture.

It is necessary to consider also water powers as a great factor in the future production of wealth. Here is another debt to Nature; the sun taking water from the ocean and producing the warmth and consequent atmospheric conditions which cause the moisture laden air of the South Atlantic to travel westward towards the Appalachian Mountains and northward from the Gulf of Mexico. During this journey the moisture is precipitated, and after being retared for a time by the forest growth, takes its course through innumerable streams down the slopes of the Blue Ridge back to sea level. The Secretary of Agriculture estimates that this natural process represents a utilizable power, on streams flowing from the Southern Appalachian Mountains, of five million horse-power, and this can be doubled by utilizing the storage which will be incident to the erection of

dams for the development of electrical power plants. More than this, every city, town, village and farm in the South can have this power delivered to it in any desired quantity. At the present time it is practical to deliver power by electrical transmission a distance of two hundred miles from the point of generation, and engineers are considering the question of making deliveries at a distance of as much as five hundred miles. Practically every important point in the South, including every seaport from Norfolk to Jacksonville, is within a radius of one hundred and fifty miles of one or another of the great power sites.

Now let us consider the great forces of Nature that work for the South. It is usual to ascribe too much to man's efficiency and wit and too little to Nature. The fundamental and overwhelming things are the natural conditions,—sunlight, warmth, fertile soil, abundant rainfall. These are basic. They are infinite forces which make their influence felt for all time.

We have already referred to the fact that longer hours of daylight add to the productive capacity of every industry. The beneficial influence of sunlight upon plant life is too well known to need comment; so it is necessary to devote especial attention only to the important parts played by warmth, rainfall and fertile soil. These are what the South, the great temperate zone, offers to the prospective settler in a measure greater than they are offered in any other part of the world to-day.

Human affairs are influenced beneficially, and to a remarkable extent, by heat units, and for practical purposes we may consider that the sun, directly or indirectly, is the source of heat utilized.

Provided we remain within the temperate zone, we may admit a beneficial effect from every additional degree of heat. For the farmer, longer seasons mean a greater number of crops **per**

year; warm winters require the use of less fuel and reduce the cost of the necessities of life. These are questions which to-day are interesting a vast number of people.

As to moisture. Take a Government rainfall map; start in Virginia, at the mouth of Chesapeake Bay; trace a line westward until you reach Kentucky; thence in a southeasterly direction, crossing Tennessee to the northern part of Alabama; thence west through Southern Arkansas and south through Eastern Texas to the Gulf of Mexico, and you will find to the east and south of this line, that there is the greatest and most evenly distributed rainfall to be found in the United States.

To be more specific: On looking to the West and Northwest, we find that in Nevada and Arizona the rainfall is from zero to 10 inches per annum; in Wyoming, Montana, Dakota, Nebraska and New Mexico, there are from 10 to 20 inches; in Minnesota, Kansas, Oklahoma and Western Texas, from 20 to 30 inches; in Missouri, Illinois, Ohio and the western part of the New England States, from 30 to 40 inches; in Kentucky and the western part of Tennessee, Pennsylvania and Maryland, it is 40 to 50 inches; while in the States to the south and east of the line described, it is 50 to 60 inches, and reaches a maximum of from 60 to 70 inches near the Gulf coast of Louisiana and Alabama and at a point where the Gulf stream impinges on the east coast of North Carolina.

Let us digress for a moment to see what similar conditions have actually done elsewhere. In the State of Washington, between the high mountains and the Pacific Ocean, there is a small area having exceptionally heavy precipitation and, through some peculiar influence of the warm currents of the Pacific Ocean, it has a temperate climate. Notwithstanding the fact that the rainfall comes all at one time of the year, and notwith-

standing the fact that this region is distant from the great centers of population of the United States, and therefore from the most desirable markets for its products, land values have risen rapidly, and in this favored spot one thousand dollars per acre is a frequently quoted price for land. This has been made possible from the fact that the wave of immigration first took its course West, and there on the shores of the Pacific was forced to stop. Then, the three great factors,—warmth, fertile soil and abundance of moisture, in conjunction with the rising tide of population, have worked this magic. This illustrates most strikingly the idea of “unearned increment.” Values have risen because of this flow of brains and muscle to take advantage of these favorable conditions.

The wealth of a country is based largely upon its agriculture. It is because of this fact that we can realize how a favorable climate becomes a continuous and irresistible force making for prosperity. The expert farmer immediately recognizes the value of “open winters” which allow him to produce all the year around instead of finding it necessary to consume during the winter the surplus product of his summer’s work.

From an agricultural standpoint, the South is a region of vast wealth; even single States may be classed as empires. The warm fertile soils produce with good profit endless varieties of valuable crops, having a range of from what are considered Northern crops,—buckwheat and cranberries, through the entire list to cotton, sugar cane and pineapples. With few, if any, exceptions, the whole range of products known to American agriculture can be raised in the South by the intelligent farmer.

A study of the value per acre of crops in the South and in the West, taken in connection with the investment per acre in land, is most interesting. It has been shown that the farm-

ers in other sections can sell their lands and with the proceeds purchase in the South much larger tracts from which it is possible to get greater annual revenue. Or even better, to purchase smaller tracts and use the surplus capital to great advantage in adopting intensive methods of farming for which the warm Southern soils are particularly suited.

Perhaps the greatest advantage will come from the extensive planting of forage crops, especially vetch, crimson clover, field peas and alfalfa. These crops, peculiarly suited to the soil and climate, not only bring fertility to the land by adding nitrogen, but will benefit all agriculture by extending the animal industry and converting the South into a dairying and cattle raising country.

When we consider that the cotton crop alone this year, including the seed and by-products, will bring to the farmers about one thousand million dollars and that this vast sum is produced from a crop averaging less than one-half bale to the acre, the possibilities can be imagined, even on the land at present under cultivation, when it is realized that by deep plowing, open cultivation, proper fertilization and careful seed selection, four bales of cotton can be grown to the acre. This gain which is possible for cotton,—a crop which has been cultivated for more than one hundred years, is typical of the outlook for improving all other agricultural production.

A most interesting and gratifying success was attained a few years ago by Iowa wheat growers who adapted their wheat growing methods to rice culture in the South.

It is extremely important that the magnitude of the cotton crop be not allowed to overshadow the possibilities in other directions. Along the coastal plain from Virginia southward to Florida and westward along the Gulf coast are millions of acres of the finest soils known to experts, which will yield

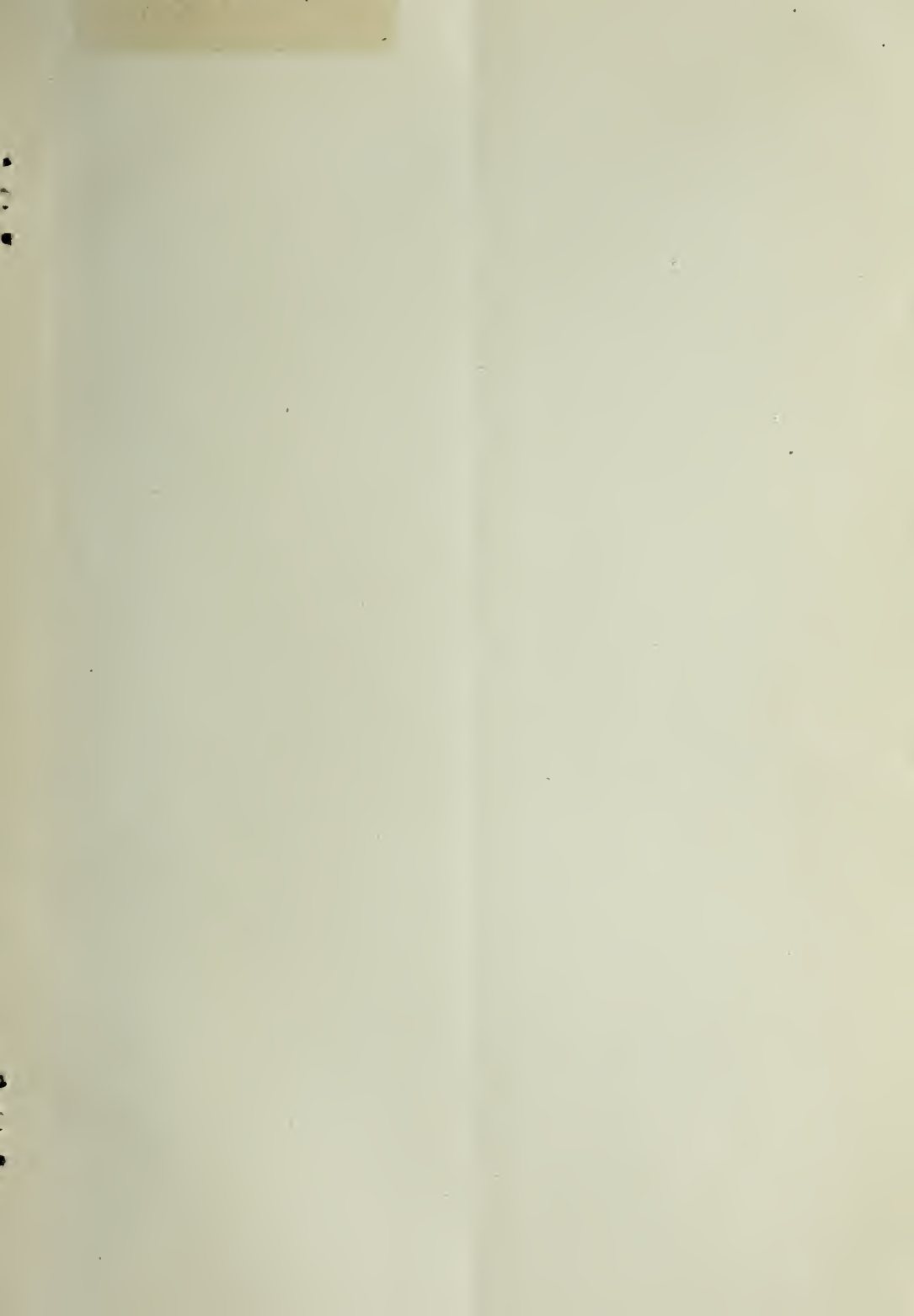
wonderful results to the skilled farmer. Development of this land, strangely enough, has been held back by a factor which will prove one of its greatest advantages,—the abundance of rainfall. The country is so level that not until the farmer has properly ditched his land does he get the most bountiful harvests.

All present economic conditions are tending to make it attractive to men to return to the land in order to be assured of an independent living. There are hundreds of thousands of such; men who want to work and want to get results. It is now the undiscovered South which holds the future for these men,—the men who understand the potential factors of wealth and how to utilize them.

During the next few years when the stream of population, which has already started to the extent of from two hundred thousand to three hundred thousand per annum, toward the Southwest, turns with a great swing southward in its quest for favorable natural conditions (the natural conditions underlying opportunity), there will come a revelation of wealth production which has never been equalled in the world's history.

It is worth while to investigate with open eyes the facts in regard to the South and then to act in accordance with the findings. If the investigator sees the wealth, he may be sure that it is no mirage. If he does not see it, it will be the opportunity for the other man to build the empire.







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